

# Exhibit 1

# AVAYA NETWORKING JULY 2016

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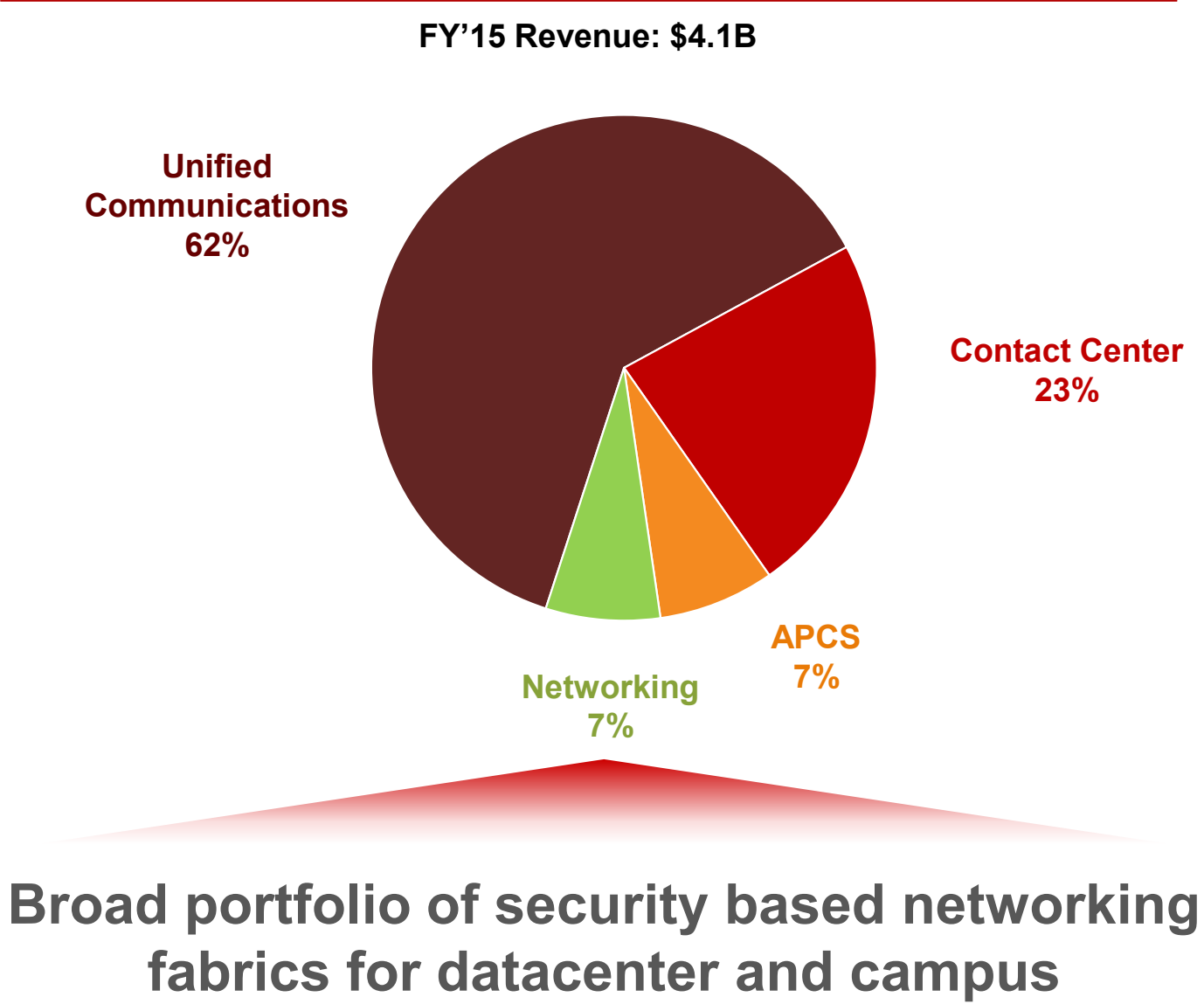
# Introduction to Avaya

# AVAYA SNAPSHOT

## What Is Avaya Today

- ▶ \$4B FY'15 revenue from 3 distinct businesses:
  - ❖ Large, leading Unified Communications
  - ❖ Large, leading and growing Contact Center
  - ❖ Differentiated and growing Fabric Networking
- ▶ Broad footprint:
  - ❖ Broad Enterprise/Service Provider Customer Base: 300K+
  - ❖ Broad Partner Ecosystem: 6,000+
  - ❖ Heavy investor in R&D: ~5,545 patents
- ▶ Innovation leader beyond UC / CC
  - ❖ Zang: a new company focused on Cloud-based Communication Platform as a Service
  - ❖ 1,000+ security/ wireless fabric customers
  - ❖ 300+ instances / 100+ snap-ins for work flow automation (Breeze)

## Business Mix



Source: Avaya Management; Gartner, Infonetics, Wainhouse, MZA

# AVAYA NETWORKING OVERVIEW

## Business Overview

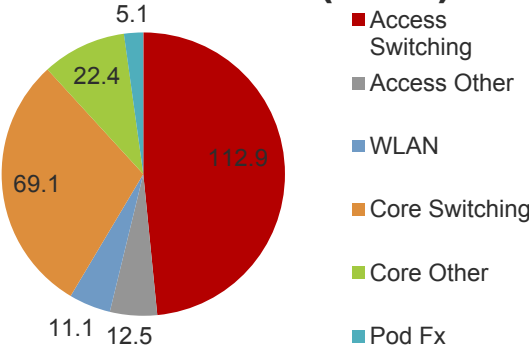
- ▶ **Broad networking portfolio from data center to wireless edge**
  - ❖ SDN Orchestration Software
  - ❖ Data Center, Campus and Edge Switch Portfolio
  - ❖ Wireless LAN Access Point Portfolio
  - ❖ POD Fx: Unified Communications Converged System
- ▶ **Innovative simple & secure fabric technology to secure IoT networks**
  - ❖ Hyper-Segmentation
  - ❖ Stealth Topology
  - ❖ Elastic Scale
- ▶ **New software products to secure IoT deployments**
  - ❖ SDN Fx Healthcare
  - ❖ Cloud Orchestration
  - ❖ White Box Offering for Data Center and Solutions Providers
- ▶ **Strong Customer Momentum**
  - ❖ 600+ Secure Fabric customers
  - ❖ Significant growth in WLAN
  - ❖ Strong adoption in Healthcare, Education, Government, Hospitality and Manufacturing

Note: Core Other includes pluggables, accessories, miscellaneous management software, etc.

## Networking Financial Detail

- ✓ \$299M Total Revenue (FY15)
- ✓ ~80% product, 20% services
- ✓ ~50%+ Direct Gross Margin (55% if tier 4 counted in R&D not OCOGS)
- ✓ ~75% Y/Y strategic product revenue growth (FY14-FY15)
- ✓ \$34M (FY15) Direct Contribution Margin
- ✓ NPS: 64

### Product Revenue (FY15)



Millions of USD

## Leading Blue Chip Customers



# NETWORKING IS A SEPARABLE BUSINESS

Area	What Buyer Will Receive	Plan Forward
Financials	<ul style="list-style-type: none"><li>Detailed direct and indirect costs</li></ul>	<ul style="list-style-type: none"><li>Diligence</li></ul>
Technology	<ul style="list-style-type: none"><li>Technology well delineated.</li></ul>	<ul style="list-style-type: none"><li>Licensing / source code of necessary components</li></ul>
Engineering & Product Management	<ul style="list-style-type: none"><li>Precise definition of teams</li></ul>	<ul style="list-style-type: none"><li>Would travel to NewCo</li></ul>
Support	<ul style="list-style-type: none"><li>Precise definition of teams</li></ul>	<ul style="list-style-type: none"><li>Would travel to NewCo</li></ul>
G&A	<ul style="list-style-type: none"><li>Assuming most of G&amp;A stays with Avaya and that NewCo builds minimal infrastructure</li></ul>	<ul style="list-style-type: none"><li>TSA needed initially</li></ul>
Sales & Marketing	<ul style="list-style-type: none"><li>Overlay teams identified</li><li>Identifying cost of generalist support</li></ul>	<ul style="list-style-type: none"><li>Overlay would travel to NewCo</li><li>Generalists to be discussed</li></ul>
Leadership	<ul style="list-style-type: none"><li>For discussion</li></ul>	



# Avaya Networking Operations



# SALES / SALES ENGINEER / PARTNER SPECIALISTS

165 Sales / Sales Support Members



Note: As of June 2016

# EMPLOYEES AND FACILITIES

320 Employees; 3 Primary Locations



**Virtual Offices (15)**

Location	Size
Ontario, Canada	7
Colorado	3
New Jersey	1
Texas	1
Washington	1
Australia	1
Switzerland	1

Note: Expected headcount as of October 2016

# NETWORKING PATENT PORTFOLIO

- ▶ Avaya has a large portfolio with strong support globally across the major markets in the U.S., EMEA and APAC.
- ▶ The Networking patent portfolio has an average life remaining of 9 years with a strong pipeline of pending applications. This range of average life illustrates a mature technology.
- ▶ Avaya patents are cited at a high rate by competitor’s patents showing the value of Avaya innovation in the industry.

## Product Line Patent Snapshot

Product Line	Number of U.S. Patents	Overview of Technology
Wireless Endpoint/WLAN	269	Includes air-interface, access points and controllers
Packet Flow Acceleration	91	Techniques to speed packet processing in node
Routing Enhancements	47	Variety of path selection enhancements
Traffic Measurement/Reporting; VPN; Multi-Link Trunking; Shortest Path Bridging; Stackable Switch; Other.	256	Improvements to measurement techniques; VPN features and functions; MLT, SMLT and RSMLT; Shortest Path Bridging Techniques; and Stackable Switch Design.
Total	663	



# Avaya Networking Value Proposition

# WHAT WE SELL

Product/Solution	Current offer	New Software Offers
Fabric Networking	Edge, campus, and data center switches	Software for private label hardware
Mobility	On Prem, Fabric Enabled APs, Identity and App Awareness	Business Analytics and Cloud Orchestration
Network Cloud Orchestration	Server based unified management & SDN	Software and cloud delivery
SDN Secure Perimeter	SDN proxy node	Secure remote client
Pod Fx	Full stack integrated Pod	SDP integration

**THANK YOU**